

GATEWAY E-GAZETTE

February 2010

INSIDE THIS ISSUE:

<i>District Director's Corner</i>	1
<i>Small Business Week Save the Date</i>	2
<i>Entrepreneurship Boot Camp for Veterans</i>	2
<i>Small Business Counseling and Training</i>	2
<i>Spotlight on the Field</i>	3
<i>SBA Loan Workshops</i>	3
<i>Larry Cresswell Joins SBA</i>	4
<i>Loan Production By Lender</i>	4

Helping small businesses
start, grow and **succeed**.



Your Small Business Resource

DISTRICT DIRECTOR'S CORNER



Dennis Melton, District Director

As we welcome in 2010, we note that several of the temporary SBA lending program enhancements authorized under the American Recovery and Reinvestment Act of 2009 are having a positive impact. SBA was authorized \$730 million under the ARRA and between February 17, 2009 (when the law was passed) and January 5, 2010 our agency supported \$19 billion in small business lending. This is a 79% increase in weekly loan dollar volume in our flagship 7(a) and 504 programs when compared to the weekly average before passage. Comparing the first quarter of Fiscal Year 2009 to the first quarter of FY 2010, we had an increase from 9,070 to 12,393 loans (+ 36.6%) and an increase in dollars from \$1.9 billion to \$3.8 billion (+ 100%).

Locally, the St. Louis District Office supported 157 loans in the first quarter of 2010 compared to 100 in the first quarter of 2009 (+ 57%) and \$40,610,600 in 2010 compared to \$21,119,000 in the same quarter of 2009 (+ 92%).

The enhancements having the greatest effect were 1) raising to 90% the guaranty on 7(a) loans from the prior 75 to 85% (guaranty was dependent on the size of the loan) and 2) eliminating and/or reducing fees for borrowers on 7(a) loans and for borrowers and lenders on 504 loans. In fact, the \$375

million that was appropriated for these two enhancements was so popular that the funds were depleted on November 23, 2009. Fortunately, Congress passed and the President signed a bill that appropriated an additional \$125 million in funding for the reduced fees and higher guaranties effective December 28, 2009 which is expected to run until February 28, 2010. This additional funding is projected to support another \$4.5 billion in small business lending. The Administration and Congress recognize the success of these key programs in helping revive the economy and are currently considering the appropriation of additional funding to extend these enhancements through the end of September 2010.

Regarding the above extensions, I'd like to recognize the decisive role that twelve community bankers played in their December 23, 2009 meeting with President Barack Obama, Secretary of Treasury Timothy Geithner, SBA Administrator Karen Mills and others where they stressed "that SBA's programs and relationships with community lenders are crucially important to small businesses and to our economy on the whole." Our sincere thank you goes out to these men and women, as well as our other lending partners that supported them, for we agree that together we are making a difference on behalf of America's small businesses.

So from us to you, Happy New Year and may 2010 bring a return to prosperity for our nation and its entrepreneurs.

Dennis Melton

SMALL BUSINESS WEEK MAY 10-15, 2010

Mark your calendar! This year's Small Business Week of Eastern Missouri events are scheduled for May 10-15, 2010. The events begin with a kickoff breakfast honoring the financial institutions that support small business in our community and culminate with a business expo and dinner honoring the Small Business Week award winners in the eastern half of the state of Missouri. In between, the week is packed with seminars and networking events designed for small business owners of every kind. Look for additional information on the Small Business Week web site at www.smallbusinessweekstl.org. We look forward to seeing you!



ENTREPRENEURSHIP BOOT CAMP FOR VETERANS WITH DISABILITIES

The [Entrepreneurship Bootcamp for Veterans with Disabilities](#) (EBV) offers cutting-edge training in entrepreneurship and small business management to post-9/11 military veterans disabled as a result of their service. The EBV opens the door to entrepreneurship and small business ownership to veterans by developing competencies in accounting, human resources, marketing, advertising, financing, small business law, government contracts, and business planning.

The EBV program is offered through a national partnership of exceptional universities: Whitman School of Management at Syracuse University, UCLA Anderson School of Management, Florida State University's College of Business, Mays Business School at Texas A&M, University of Connecticut School of Business, and Krannert School of Management at Purdue University. Each of these world-class business schools will offer the EBV program on their campuses in 2010.

Eligibility

Applications are accepted from veterans who meet the following criteria: 1) a 'service-connected disability' as designated by the Veterans Administration or Department of Defense, 2) military service after September 2001, and 3) a passion for entrepreneurship.

Cost & Logistics

This program is entirely without cost to the veteran, including travel, lodging, meals, and all program costs.

Application Procedures

Successful candidates for admission will demonstrate a strong interest in entrepreneurship, high motivation for owning and managing a business, and a high likelihood of successful completion of this intense training program. For specific application requirements, visit whitman.syr.edu/ebv.

Questions about the application process, dates, deadlines may be directed to Ellie O'Neill, EBV Coordinator, Falcone Center for Entrepreneurship, Whitman School of Management, (315) 443-6007 or 8736 or by e-mail at ebvinfo@syr.edu.

SMALL BUSINESS COUNSELING AND TRAINING

SBA offers free small business counseling through our resource partners: SCORE, Small Business and Technology Development Centers (SBTDC), Women's Business Center, and Veterans Business Resource Center. Low-cost training on a variety of topics is also available. To find training opportunities available in your area, visit our [Events Calendar](#). The calendar is updated on a regular basis.

Gateway e-Gazette

Official quarterly small business e-newsletter of the U.S. Small Business Administration's St. Louis District Office.

200 N. Broadway, Suite 1500
St. Louis, Missouri 63102
(314) 539-6600

Angie Wells
Editor
angela.wells@sba.gov

We welcome your questions or comments. Please contact me at the e-mail address listed above.

Subscription Information

If you would like to subscribe to receive this quarterly e-newsletter and other periodic information, please go to <http://web.sba.gov/list/> and click on the box in front of *Gateway e-Gazette Eastern Missouri*, submit your name and e-mail address, and click Submit.

Helping small businesses
start, grow and succeed.



Your Small Business Resource

SPOTLIGHT ON THE FIELD**"Here's the Cure for the Small Business Finance Flu!"**

The National Federation of Independent Businesses/Missouri (NFIB) and the Jefferson City Chamber of Commerce will present a mini-seminar about how to keep your small business financially healthy. The seminar will take place on February 19, 2010 beginning at 7:30 a.m. at N.H. Scheppers Distributing (Clydesdale Room), 2300 St. Mary's Blvd., Jefferson City, Missouri. The cost is \$15 and includes breakfast and seminar materials.

Jason Ramsey of the Missouri State Treasurer's office and Bob Newman of the U.S. Small Business Administration will explain the best treatment options for you and your business. Topics will include: Missouri Linked Deposit—Loans to Develop Your Future; and SBA Recovery Lending Programs—Jump-Starting the Economy Through Small Business. A question and answer session with the speakers and representatives of area banks will follow.

Please register by contacting NFIB Member Support Manager Kathy Peerson at kathy.peerson@nfib.org or (573) 634-7660

SCORE TO HOST SBA LOAN WORKSHOPS

On March 2, 3, and 4, 2010, SCORE-St. Louis will host a new series of Small Business Loan workshops. At these FREE workshops you can get help in applying for an SBA Express, Community Express, Patriot Express or Export Express loan.

These workshops educate entrepreneurs, small business owners and lenders about small business loans originated through the SBA-guaranteed loan programs. These loan programs are being made available in an effort to assist small businesses and start-ups deal with their cash flow needs.

The **Community Express** loan program is targeted toward creditworthy small businesses that may have trouble obtaining a business loan through banks. It is an alternative to financing a business using credit card debt or balloon notes. The **Patriot Express** loan initiative is available to active military, veterans, service-disabled veterans, reservists, guard members and their spouses/widows. The **Export Express** loan program is available to finance the export of American-made goods and services to foreign markets. The **SBA Express** loan is aimed at assisting a small business owner in getting financial assistance faster than conventional loan programs. All SBA loan programs are available to small businesses by most national and community banks located in the St. Louis region.

A small business financing expert will make a presentation at these workshops. SCORE counselors will provide free consultation and technical assistance to guide prospective borrowers through the application process.

For additional information or to register, please visit the [SCORE web site](http://SCOREweb.org) or call (314) 539-6600, ext. 242.

LARRY CRESSWELL JOINS SBA



We are pleased to announce the addition of Larry Cresswell as our new Lender Relations Specialist. Larry has ten years of banking/finance experience, most recently working with Commerce Bank as a Small Business Specialist, with a heavy emphasis on SBA lending. Before Commerce Bank, Larry worked for the St. Louis County Economic Council promoting and facilitating the SBA 504 program. Larry brings a banker's perspective to the St. Louis District office which we hope helps us to better promote and educate our lending partners on the various SBA loan programs.

Larry is assigned to service St. Louis city and county and Franklin and Jefferson counties, but he will be happy to answer inquiries from other areas if your lender liaison is unavailable. Please join us in welcoming him to SBA. He can be reached at (314) 539-6600, ext. 236 or by e-mail at larry.cresswell@sba.gov.

LENDER LOAN PRODUCTION FOR FISCAL YEAR 2010*

Lender	Amount	#	Lender	Amount	#
Commere Bank N.A.	\$2,928,200	15	Concord Bank	\$328,000	1
Bizcapital Bidco II, LLC	2,665,000	2	Regions Bank	328,000	1
St. Louis Bank	2,430,000	8	The Central Trust Bank	318,800	6
First Missouri State Bank of Cape County	2,000,000	1	Bank of Sullivan	313,100	5
Bank of Springfield (Illinois)	1,875,000	2	The Callaway Bank	290,500	5
Montgomery Bank, N.A.	1,724,800	1	First Clover Leaf Bank	284,000	1
Bank of Belton	1,500,000	1	Phelps County Bank	283,500	3
U.S. Bank, N.A.	1,335,600	26	Pulaski Bank	280,000	3
UMB Bank, N.A.	1,220,000	7	Town & Country Bank	270,000	1
New Frontier Bank	1,215,000	1	HNB National Bank	240,000	3
First Commercial Bank	1,200,000	1	Superior Financial Group	212,500	19
First Midwest Bank of the Ozarks	1,157,000	1	The Business Bank of St. Louis	190,000	1
Bank of Crocker	1,095,000	2	Midwest BankCentre	140,000	4
PNC Bank, N.A.	959,800	5	Eagle Bank and Trust Co. of Missouri	120,000	3
Bank of Old Monroe	900,000	2	F&M Bank and Trust Company	110,000	2
Excel National Bank	885,500	2	Farmers and Merchants Bank of St. Clair	98,000	2
First State Community Bank	830,200	5	The Merchants and Farmers Bank of Salisbury	60,000	1
First Community National Bank	825,000	2	Borrego Springs Bank, N.A.	50,000	2
Midland States Bank	790,200	1	Community South Bank	50,000	1
Wells Fargo Bank, N.A.	711,900	3	First State Bank of Kansas City, KS	50,000	1
Enterprise Bank & Trust	700,000	1	Bank of Franklin County	42,000	2
Jefferson Bank of Missouri	670,900	7	Community Bank, N.A.	35,000	1
Cass Commercial Bank	500,000	1	First Midwest Bank of Poplar Bluff	35,000	1
Peoples National Bank, N.A.	473,200	2	Peoples Community State Bank	35,000	1
First Community CU	469,200	1	Royal Banks of Missouri	35,000	1
Hawthorn Bank	435,000	4	Unico Bank	35,000	1
The Bank of Missouri	375,200	5	Peoples Community Bank	29,400	1

Certified Development Companies

Lender	Amount	#
RMI	\$5,404,000	5
Economic Development Corp. of St. Charles County	4,024,000	11
Economic Development Corp. of Jefferson County	2,129,000	4
St. Louis Local Development Company	1,014,000	1
Enterprise Development Corporation	962,000	2
Clay/Platte Development Corporation	848,000	1
Small Business Growth Corporation	759,000	1
Business Finance Corporation of St. Louis	511,000	2
Meramec Regional Development Corporation	72,000	1

* Listed in order of dollar amount approved from October 1, 2009 thru January 31, 2010.